

GreenFront Energy Partners

ADVISORY SERVICES FOR RENEWABLE
ENERGY BUYERS



GREENFRONT ENERGY PARTNERS

The GreenFront leadership team has worked together since 2014, advising clients on strategic initiatives, M&A, and capital raising. In 2020, our partners started GreenFront Energy, offering PPA advisory services to corporates and institutions looking to reduce their carbon footprints and execute on their sustainability commitments.

GREENFRONT SERVICE OFFERINGS



ESG/PPA ADVISORY



M&A ADVISORY



CAPITAL FORMATION

GREENFRONT DIFFERENTIATION

Analytical Rigor



Advanced data science techniques analyze variability associated with renewable generation to inform risk mitigation strategies and other contractual considerations

Process Management



With our roots in investment banking, GreenFront recognizes the importance of competitive tension and process management in driving the best terms for clients

Customized Solutions



Every client's needs are unique. The GreenFront team partners closely with management to understand their goals and develop tailored solutions

Negotiating Edge



We are active in capital raising and project M&A within the renewable industry. Our knowledge of developers and investors informs where to push/pull in PPA negotiations

Extensive Experience



Renewable energy advisory and procurement experience with professional backgrounds in strategic advisory with direct corporate finance experience

LEADERSHIP TEAM

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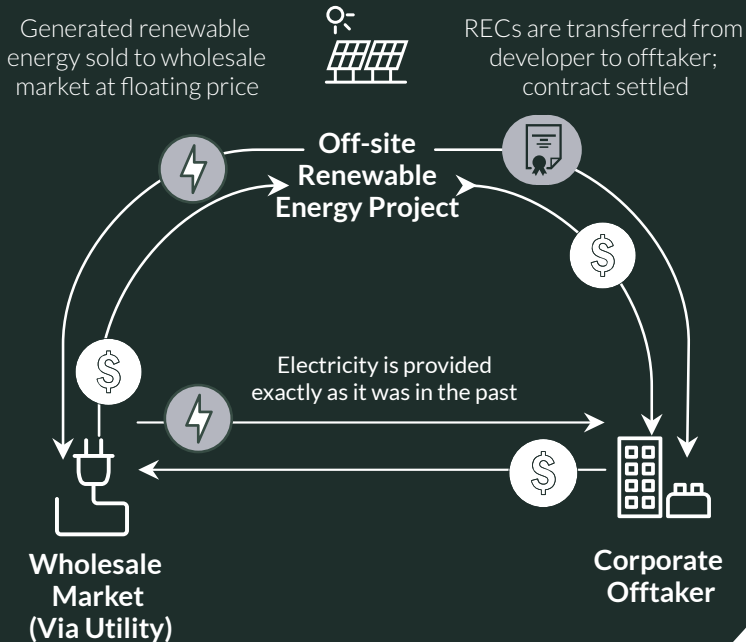


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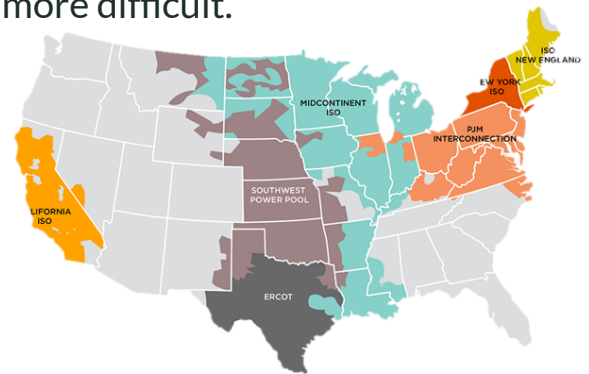
SOURCING RENEWABLE POWER

VPPA OVERVIEW



OFF-SITE/WHOLESALE POWER MARKETS

Organized wholesale power markets serve as the major liquid settlement hubs for the vast majority of corporate PPAs. Each market has unique characteristics related to liquidity, power resource, capacity, environmental attributes, etc. While corporate PPAs are signed outside of these markets, economic and structural nuances of contracting with incumbent utilities make the process more difficult.



ON-SITE & DISTRIBUTED GENERATION

Rooftop / Carport



Installation of on-site rooftop or carport solar delivers renewable energy straight to the facility

Battery Storage



Complements on-site generation through load shifting and peak shaving

Community Solar



Presents a renewable energy option that contributes to local power projects and regional grid resiliency

EV Charging



EV charging allows for emission reductions through electrification of vehicles used throughout a facility

ADVANCED DATA ANALYTICS

SUNAIRIO

Strategic partnership with data analytics and simulation firm, Sunairio, provides GreenFront clients with a proprietary level of risk management and financial diligence unmatched by other advisors

Simple Tools to Characterize Risk

Robust scenario analysis takes the guess work out of quantifying atypical outcomes, enabling faster, more confident decision-making

Complete Historical Picture

Analysis leverages the complete NOAA sub-hourly historical archive to generate weather probability distributions

Integrated Approach

Simulations account for correlations between multiple locations and weather features, predicting how weather can effect power generation and pricing

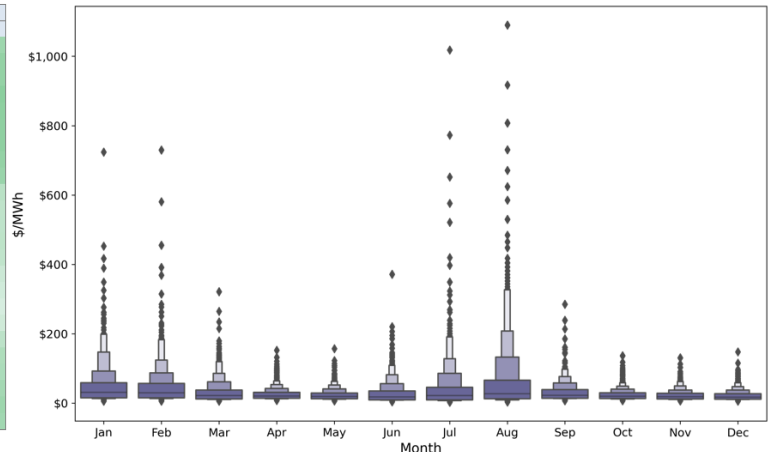
Simulations With Lifelike Fidelity

Modern machine learning, state-of-the-art statistics, and attention to detail enable realistic reproductions of weather, production and price

HOURLY WIND PRODUCTION BY MONTH

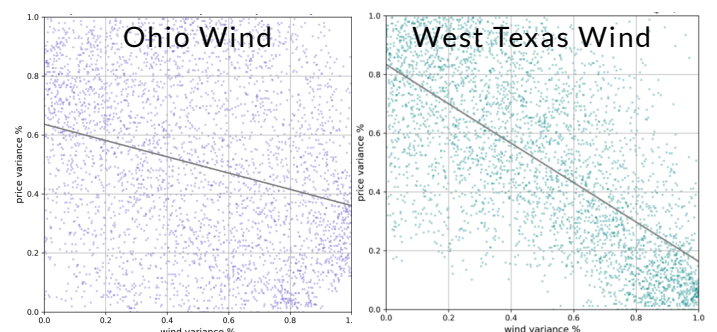
MWh	Hourly Wind Production by Month - Facility XYZ											
Hour	1	2	3	4	5	6	7	8	9	10	11	12
0	5,966	5,947	7,209	6,810	6,354	5,591	6,136	4,633	5,272	6,291	5,113	4,998
1	5,559	5,714	7,158	6,234	6,362	5,333	6,042	4,179	5,054	5,956	4,973	5,366
2	5,430	5,729	6,522	5,806	5,985	5,151	5,505	3,910	4,504	5,724	4,788	5,350
3	5,399	5,566	6,100	6,179	5,772	5,015	4,895	3,751	3,836	5,060	4,782	5,691
4	5,421	5,203	5,742	6,021	5,821	4,560	4,612	3,087	3,749	4,648	4,704	5,384
5	5,309	5,198	5,189	5,732	5,724	4,412	3,945	2,937	3,801	4,940	4,552	5,560
6	5,203	5,285	4,669	5,463	5,406	3,598	3,570	2,505	3,340	4,964	4,662	5,542
7	4,988	5,143	4,495	4,474	4,047	3,010	2,031	1,960	2,633	4,679	4,497	5,348
8	4,596	4,297	3,582	4,092	3,810	3,297	1,724	1,584	2,468	3,318	4,156	5,147
9	3,670	3,280	3,641	4,041	4,008	3,179	1,625	1,395	2,842	3,435	3,302	3,934
10	3,310	3,029	4,053	4,272	3,822	3,233	1,343	1,674	2,632	3,697	3,758	3,713
11	3,335	2,838	4,136	4,384	3,701	3,112	1,413	2,179	2,285	3,551	3,878	3,732
12	3,454	2,808	3,961	4,892	3,648	3,370	1,415	2,299	2,143	3,450	3,695	3,795
13	3,588	2,839	4,056	4,891	3,558	3,640	1,785	2,495	2,181	3,462	3,715	3,676
14	3,812	3,131	4,316	4,933	3,369	4,011	2,010	2,941	2,317	3,627	3,941	3,249
15	3,878	3,375	4,543	5,179	3,676	4,217	2,412	2,485	3,876	3,876	4,027	3,031
16	3,924	3,512	4,841	5,340	3,994	4,456	2,747	3,420	2,510	3,900	4,291	2,805
17	4,295	3,475	4,927	5,590	4,135	4,829	3,124	3,550	2,826	3,771	4,611	3,085
18	4,559	3,763	5,049	5,500	4,808	5,238	3,309	3,886	3,349	4,837	5,003	3,803
19	5,012	4,345	5,341	5,724	5,887	5,699	4,467	4,284	4,375	5,720	5,458	4,366
20	5,120	5,193	6,441	6,578	6,633	6,514	6,457	4,671	5,330	6,367	5,740	4,449
21	5,833	5,780	6,821	6,771	6,897	6,668	7,009	5,089	5,770	6,467	5,859	4,754
22	5,885	5,819	6,854	6,557	7,074	6,296	6,853	5,146	5,780	6,343	5,744	4,991
23	6,294	5,721	6,999	6,255	6,925	6,051	6,326	5,156	5,459	6,260	5,248	4,845

2022 ERCOT WEST PRICE SIMULATIONS

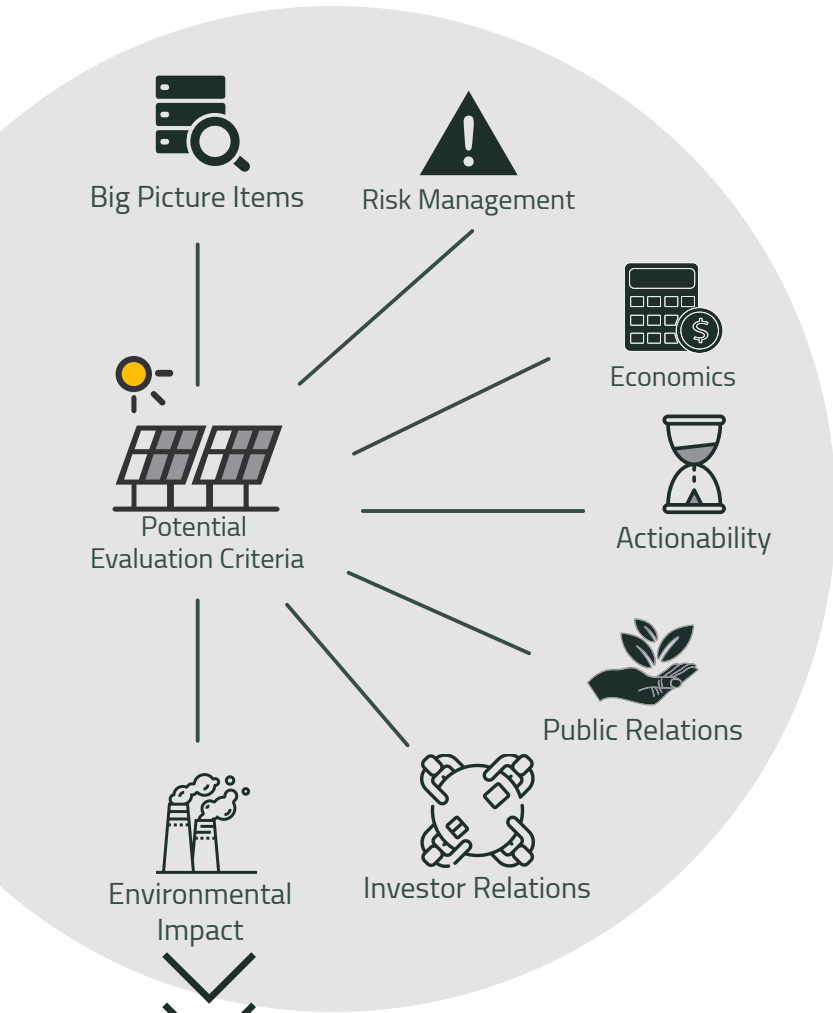


Simulation framework and advanced data analytics provide executives with the tools required for understanding complex relationships between intermittent production, seasonality, renewable energy penetration, market pricing, and more

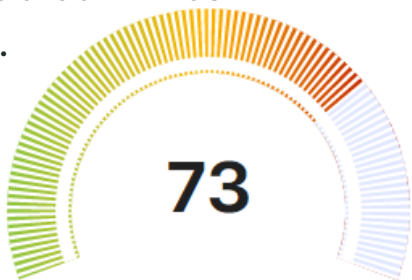
WIND GENERATION HUB CHARACTER



CUSTOMIZED SOLUTIONS



GreenFront utilizes WattTime, an environmental tech non profit; to quantify environmental impact. WattTime empowers people, companies, institutions, policymakers, and countries to slash emissions and choose cleaner energy. Founded by UC Berkley researchers, they develop data-driven tools and policies that increase environmental and social good.

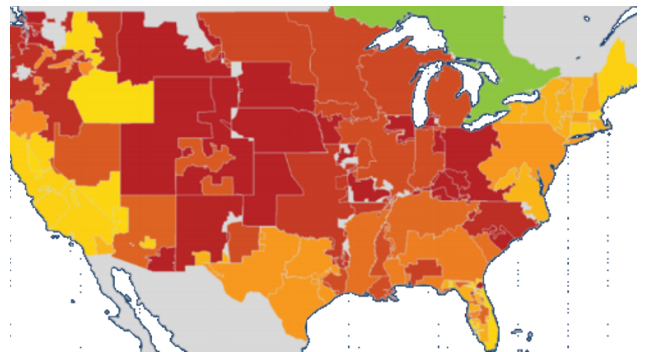


Scale of 1-100 relative to each location; lower on the scale is cleaner, higher is dirtier

HIGHER IMPACT PROCUREMENT

GreenFront emphasizes a customized approach to procuring renewable power. Not all offtakers have the same goals. And not all renewable energy projects are created equally. We help you identify renewable investments better-matched to *your* criteria and which achieve stronger overall benefits, maximizing your investment.

EMISSIONALITY



Where new renewable energy projects are built and *what* fossil-fueled generation they displace greatly influences how much they reduce overall grid emissions. As a trusted leader in emissions intelligence, WattTime has popularized emissionality, which factors in renewables projects' avoided emissions benefits into renewable procurement decisions.

To learn more, contact WattTime at (510)201-9877 or visit their website at www.watttime.org